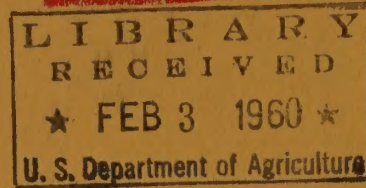


62 Dealer's Prices—1960 Crop Bu



Terms and Conditions

We take pleasure in submitting herewith our wholesale prices. Suggested retail prices will be found in the descriptive catalog and in our Lily folder, copies of which we are sending you herewith.

Our terms of sale are those customary in our trade; 2% discount for cash payment within ten days from date on invoice; or thirty days net. We sell f.o.b. our farms. Please make all checks payable to Oregon Bulb Farms.

Our business is exclusively wholesale. No orders will be accepted from parties not actually engaged in the seed or nursery trade. While we seldom fail to complete accepted orders, we reserve the right to omit any part of an order, should unexpected or unavoidable shortages occur. We do not substitute unless authorized. With our packaged collections we reserve the right to substitute equal or better varieties in any collection, should an unexpected shortage occur. Where such a substitution is made, the labels will be altered to show exact contents.

All orders shipped at purchaser's expense and risk. We exercise every possible precaution to pack bulbs safely and protect them against damage in transit. We cannot offer any guarantee to that effect. No extra charges are made for delivery to carrier, nor do we charge for containers or packing material. Charges for freight, forwarding and delivery will be collected when the bulbs arrive or, should we prepay all or part of such charges, then we will bill you. These charges are net, not subject to discount.

All quotations are f.o.b. our farms. We realize that many customers would prefer a delivered price. Since we sell all over the United States and in many foreign countries, it is impossible for us to do so. We ship most of our bulbs in chartered pool trucks, consigned to distribution centers in California, Chicago and New York. Stops for partial unloading can usually be arranged for Hamburg, Iowa; and several other points.

We guarantee all varieties to be true to name and description. While we exercise the greatest care to have all stocks pure and true to name and hold ourselves prepared to replace, on proper proof, all stock that may not prove to be so, it is mutually agreed between the purchaser and the Oregon Bulb Farms that we shall not at any time be held responsible for a greater amount than the original purchase price of the stock.

Prices are quoted subject to stocks being unsold upon receipt of orders. Verbal agreements will not be considered. All orders accepted subject to satisfactory crops. By placing orders, buyers are considered to agree with our terms. If, at the time of shipment, purchasers have not settled their previous year's account, or in the case of unknown customers who cannot supply sufficiently good references, or in the case of unsatisfactory information, we shall be compelled to cancel any orders placed with us.

To offset the rising costs we must ask you to place orders of twenty-five dollars minimum. Orders below that figure will be automatically billed at retail prices.

All shipments bear a certificate of inspection issued by our Oregon Department of Agriculture. It is strictly understood that our customers must assume all risks in regard to entomological or phyto-sanitary requirements of their respective states. Complaints and claims about quality supplied cannot be entertained unless made immediately upon receipt of the bulbs. No warranty is given, express or implied, and we will not be in any way responsible for the results of planting or forcing of any bulbs supplied by us.

Jan de Graaff

OREGON BULB FARMS

Box 512, Gresham, Oregon

Phone: MOhawk 5-4498

Office Hours: (Monday through Friday)
8:30 a.m. to 4:30 p.m. Pacific Coast Time

Prices are wholesale and for the trade only . . . File this price sheet apart from the catalog.



Dealer's Prices — 1960 Crop

wholesale prices for the trade only

Group Listing

MID-CENTURY HYBRIDS

Cinnabar
Croesus
Destiny
Enchantment
Fireflame
Harmony
Joan Evans
Prosperity
Tangelo
Valencia
Mixture—all colors and types

MID-CENTURY NOVELTIES

Chief Solano—each \$1.00
Firecrown
Orange Perfection—each \$1.00
Palomino
Paprika
Tabasco
Sunstar

U.S.D.A. INTRODUCTIONS

Mega—each \$.60
Mountaineer
Potomac Hybrids—each \$1.50

HOLLANDICUM TYPES (early, upright)

Golden Chalice Hybrids
Golden Wonder
Rainbow Hybrids
Spotlight

BELLINGHAM HYBRIDS

Afterglow
Buttercup
Sunset
Mixed Colors—New Strain

FIESTA HYBRIDS

Bronzino Strain—each \$1.00
Burgundy Strain—each \$1.00
Citronella Strain
Dr. Abel—each \$1.00
Golden Wedding Strain—each \$1.00
Mixed Colors—New Strain

BACKHOUSE HYBRIDS

Paisley Strain—each \$2.00

AURELIAN HYBRIDS

Trumpet Types
African Queen Strain—each \$3.00
Copper King Strain—each \$3.00
Golden Clarion Strain
Golden Splendor Strain
Limelight, F.C.C. 1959
Moonlight Strain—each 75c

Bowl-Shaped Types

Heart's Desire Strain
New Era—each \$1.00
T. A. Havemeyer—each \$2.00

Sunburst Types

Bright Star—each \$3.00
Coraline—each \$1.20
Golden Sunburst
Ivorine—each \$1.80
Lemon Cup—each \$1.00
Silver Sunburst—each \$3.00
Stardust—each \$3.00
Mixture, all colors

TRUMPET LILIES

Black Dragon
Black Magic Strain
Emerald Isle—each \$3.00
Emerald Strain
Green Dragon
Green Magic Strain
Green Mountain Hybrids
Olympic Hybrids
Olympic Hybrids—select
Pink Perfection Strain

Alphabetical Listing

	3-4"	4-5"	5-6"	6-7"	7-8"	8-9"	9-10"
Afterglow	\$	\$	\$ 40	\$	\$ 50	\$	\$
amabile	24	30	36				
amabile luteum	30	36	45				
auratum platyphyllum				42	50	60	75
auratum var. virginale				75	100	120	
auratum Red Band				200	220	240	
Aurelian Hybrids				36	40	50	60
Bellingham Hybrids			36		45		
Black Dragon				150	175	200	
Black Magic Strain				75	90	100	
Buttercup			90		120		
cernuum	30	36					
Cinnabar			40	50			
Citronella Strain		20	24	30			
concolor	40	50					
Croesus			24	30			
Destiny			30	36			
Emerald Strain				50	60	70	
Enchantment			20	26			
Fiesta Hybrids		18	24	28			
Firecrown			75	90			
Fireflame			40	50			
formosanum pricei	18	24					
formosanum Wallace Strain	50	60					
formosanum wilsoni	18	24					
Golden Chalice Hybrids		18	24	30			
Golden Clarion Strain				40	50	60	70
Golden Gleam	18	21					
Golden Splendor				50	60	70	80
Golden Sunburst				40	50	60	70
Golden Wonder			90	100			
Green Dragon				200	220	250	
Green Magic Strain				50	60	70	
Green Mountain Strain				50	60	70	
Harmony			24	30			
Heart's Desire				60	75	90	
henryi				24	30	36	
henryi var. citrinum				45	60	75	
japonicum		40	50				
japonicum platyfolium		60	75				
Jillian Wallace			200	240			
Joan Evans			24	30			
lankongense	24	30					
Limelight (F.C.C.)				100	120	140	
longiflorum Croft				24	30	45	
longiflorum Estate				24	30	45	
Marlyn Ross	24	30	36				
martagon album			75	90			
Mountaineer			24	30			
Mid-Century, mixed			20	26			
Moonlight Strain				75	90	100	
Olympic Hybrids			22	24	29	30	36
Olympic Select				60	70	75	90
Palomino			100	120			
Paprika			90	110			
Pink Perfection Strain				75	90	120	
Prosperity			30	36			
pumilum	9	12					

(Prices shown are for good flowering sizes.)

Alphabetical Listing	3-4"	4-5"	5-6"	6-7"	7-8"	8-9"	9-10"
pumilum Golden Gleam	18	21					
Rainbow Hybrids			24	30			
Reflection Strain				60	75	90	
regale				12	15	18	24
regale Royal Gold			32	40	50	60	
sargentiae Hybrids				60	72	80	
Sentinel Strain				75	90	100	
speciosum Red Champion Strain				28	36	45	
speciosum White Champion Strain				45	56	72	
Spotlight			100	120			
Sunset Lily			24		30		
Sunburst Strain			28	36	40	50	
Sunstar			60	75			
Tabasco			40	50			
Tangelo			24	30			
Valencia			24	30			

It is obvious and customary in the trade that large orders, especially those calling for a number of cases of a variety, merit a better price than small orders. We also feel that we owe something to the firms that issue attractive catalogs and thus help us to promote the sale of our material. Finally, many of our customers stock our bulbs in order to serve other dealers and must, therefore, have some special price concession. For these reasons, we have decided upon a definite scale of discounts, as follows, and orders

from \$100.00 to \$500.00 will earn a 10% discount; from \$500.00 to \$1,000.00 will earn a 15% discount; from \$1,000.00 to \$2,500.00 will earn a 20% discount; from \$2,500.00 and over will earn a 25% discount.

These discounts are for all combined purchases in the full calendar year and are in addition to the usual 2% for cash within ten days from date of invoice.

Lily Retail Folder

With this price list, you will find enclosed a sample copy of our 1960 retail folder. Additional copies will be available at \$1.00 per dozen, \$7.50 per hundred and \$65.00 per thousand, all postpaid. For larger quantities, for special over-printing and for more detailed information, please write to us. While overprinting is possible, we submit that in small quantities it would be much cheaper to use the folder as is and give it your own touch by adding an attractive envelope of your own design, a special order blank and a return envelope.

The New Book of Lilies—by Jan de Graaff

Only a few hundred copies left. The publishers are sold out. There are very few, if any, copies left in the hands of booksellers or garden stores. We can still supply at the original price of \$2.25 each, postpaid. Retail price is \$3.50 postpaid.

Descriptive Catalog—Priced at retail

The descriptive catalog that accompanies this wholesale dealer's price list shows suggested retail prices. We have no desire to dictate prices to our customers and have merely given an idea of what retail sales prices might be, as a special convenience for the smaller dealers and garden stores. We offer reprints of this descriptive catalog at 30 cents each postpaid, six copies for \$1.50 postpaid, or \$20.00 per hundred postpaid, as long as the supply lasts.

Our customers can decide to make the prices delivered or f.o.b. our nursery. We do not mention packing or special handling charges and you may wish to add those to the cost. On early orders we can often effect great savings by shipping in pool trucks to large eastern and western distribution centers. Late orders and especially small orders usually travel best via parcel post or railway express. We need not remind our customers that these shipping charges on small lots are very high. Therefore, please order early!

Lily Banners

Supplied free of charge with all substantial Lily orders. Extra copies available at \$1.00 each, delivered.

Group Listing continued

TRUMPET LILIES

Red Gold Strain—each \$3.00
Reflection Strain
regale
Royal Gold Strain
sargentiae Hybrids
Sentinel Strain

1960 INTRODUCTIONS

Golden Splendor Strain
Harlequin Hybrids—each \$2.00
Imperial Crimson Strain
Jamboree Strain
Red Gold Strain

AURATUM HYBRIDS

Lilies of *L. auratum* var. *platyphyllum*, *L. japonicum*, *L. rubellum* and *L. speciosum rubrum* and album parentage.
Jillian Wallace
Potomac Hybrids (U.S.D.A.)—each \$1.50
Pink Beauty Strain—none to offer
Pink Diamond Strain—none to offer
Pink Pearl Strain—none to offer
White Pearl Strain—none to offer
Imperial Crimson Strain (seedlings of Empress of India)—each \$5.00
Jamboree Strain—each \$2.40
Hybrid Red Band Strain—each \$3.00 (new, disease-resistant strain)

SPECIES (WILD) LILIES—Rare and Otherwise

amabile
amabile luteum
auratum var. *platyphyllum*
auratum var. *pictum*—each \$3.00
auratum var. *rubro-vittatum*—each \$3.00
auratum var. *rubrum*—each \$3.00
auratum var. *virginale*
auratum var. Red Band Selections
brownii var. *australe*—each \$2.00
cernuum
concolor
concolor var. *coridion*—each \$1.00
formosanum var. *pricei*
formosanum Wallace Strain
formosanum var. *wilsoni*
henryi—each 24c
henryi var. *citrinum*—each 45c
japonicum
japonicum var. *platyfolium*
lankongense
longiflorum var. *croft*
longiflorum var. *estate*
martagon
martagon var. *album*
martagon var. *dalmaticum*
nepalense var. *robusta*—each \$1.20
papilliferum—each \$2.50
pumilum
pumilum var. Golden Gleam
regale
speciosum Red Champion Strain
speciosum White Champion
taliense—each \$1.20
wilsoni var. *flavum* (Marlyn Ross)

EARLY DELIVERY GROUP

All Mid-Century Varieties
L. pumilum (Coral Lily)
L. pumilum var. Golden Gleam
L. cernuum
Golden Chalice Hybrids
Rainbow Hybrids

Special Lily Offers—Display Packed

ALL PRICES F.O.B. OUR FARM



BULK PACK COLLECTION—A-1
Garden Store Bulk Pack Supply



DISPLAY COLLECTION—A-14
Garden Store Packaged With
Color Labels

BULK PACK COLLECTION—A-1

In display box with color banner

For over-the-counter trade

	Size	
25 Enchantment	5-6"	20c ea. \$5.00
25 Fiesta Hybrids	5-6"	24c ea. \$6.00
25 Golden Chalice	5-6"	24c ea. \$6.00
25 Mid-Century Hybrids	5-6"	20c ea. \$5.00
25 Olympic Hybrids	6-7"	24c ea. \$6.00
25 Valencia	5-6"	24c ea. \$6.00

Each lot packed with a liberal supply
of peat moss, 25 of each variety,

A-1 150 bulbs in all, offered for	\$32.00
Catalog Value	\$34.00
Minimum Retail Value—50c per bulb	\$75.00

DISPLAY COLLECTION—A-14

In small bags of three bulbs each

Packed in small polyethylene bags, with
color label, three bulbs per bag. Our dis-
play box has six compartments and each
holds eight bags.

	Size	Per bag
A-2 Bellingham Hybrids	5-7"	\$1.13
A-3 Cinnabar	5-6"	1.25
A-4 Enchantment	5-6"	0.65
A-5 Fiesta Hybrids	5-6"	0.77
A-6 Golden Chalice	5-6"	0.77
A-7 Mid-Century Hybrids	5-6"	0.65
A-8 Olympic Hybrids	6-7"	0.77
A-9 Prosperity	5-6"	0.95
A-10 Tangelo	5-6"	0.77
A-11 Red Champion	6-7"	0.89
A-12 Golden Clarion	6-7"	1.25
A-13 Valencia	5-6"	0.77

A-14 These twelve varieties, eight bags of
each, 96 bags in total, packed in two
display boxes, with color labels and
display banner, as illustrated, offered
for \$78.00
Catalog Value \$84.96
Minimum Retail Value \$1.50 per bag
of three \$144.00

CONNOISSEUR COLLECTION—A-18

In small bags of one jumbo bulb each

Packed in polyethylene with color label,
one large bulb per bag, sixteen bags of
each, forty-eight bags per box.

	Size	Per Bag
A-15 Gold Band Lily	8-9"	\$0.65
A-16 Pink Perfection	8-9"	1.25
A-17 Golden Clarion	8-9"	0.65
A-18 48 bulbs, 16 of each type, in display box, offered for		\$36.00
Catalog Value		\$38.40

FORCING COLLECTION—A-19

	Size	
25 Harmony	5-6"	24c ea.
25 Destiny	5-6"	30c ea.
25 Joan Evans	5-6"	24c ea.
25 Croesus	5-6"	24c ea.
25 Enchantment	5-6"	20c ea.
25 Valencia	5-6"	24c ea.
A-19 150 bulbs in bulk pack, with forcing instructions, offered for		\$32.00
Catalog Value		\$36.50

North American Lily Society

This Society needs no special introduction.
Every dealer should join, if only to receive
the fine yearbook edited by Professor
George Slate and the excellent bulletins.
Membership is four dollars per year and
checks should be sent to Ernest F. Stokes,
21 Oakland St., Lexington 73, Mass.

Your Invitation to Visit Us:

The horticultural trade and amateur grow-
ers are cordially invited to inspect our
stocks. Driving from Portland, either cross
the Ross Island bridge, then drive East
through Gresham and follow the signs to
Dodge Park, where our office and green-
houses are located. Or follow East Burn-
side Street, by-passing Gresham, to Dodge
Park. Office closed on Saturdays and Sun-
days. Call Mohawk 5-4498 for special ap-
pointments. Our production fields are near
Canby, Oregon.

Kodachrome Slide Lecture

A new, magnificent collection of 100 Koda-
chrome slides with mimeographed outline
for a lecture on Lilies is now available from
us for a fee of \$5.00 per showing. Write
us for further details.



DUE 7-4-61

TO: H. Aubrey
A.R.S.

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Department of Agriculture
~~Rm 1052~~ South Building
Washington 25, D. C.



MID-CENTURY

Jan de Graaff



now for spring planting
JAN DE GRAAFF'S
oregon-grown, hardy
healthy LILIES

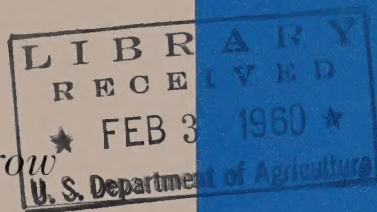
**DISPLAY
 PACKAGED**

*guaranteed to grow
 and bloom •*

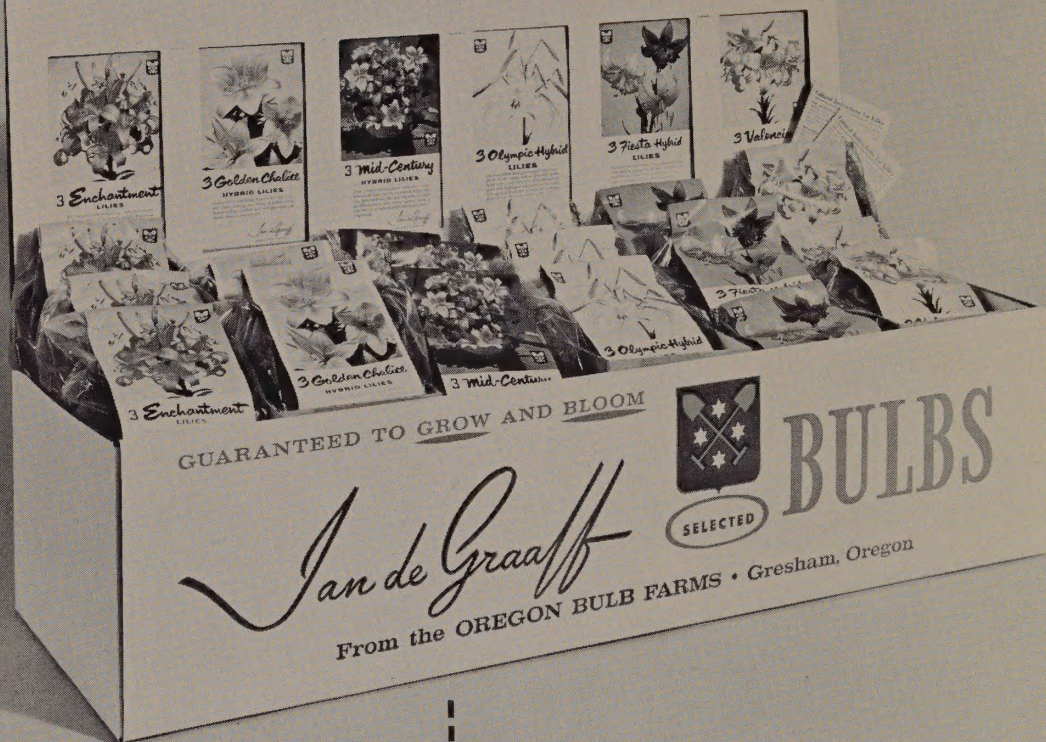
**OREGON
 BULB
 FARMS**

box 512 • gresham • oregon

**WORLD-
 FAMOUS
 LILIES**



SEE
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 SPECIAL
 OFFER...



NEW
HYBRID
LILIES
DISPLAY
PACKED
OR
IN
BULK
PACK

- 8 BAGS OF 3 • GOLDEN CLARION
- 8 BAGS OF 3 • OLYMPIC HYBRIDS
- 8 BAGS OF 3 • HARMONY
- 8 BAGS OF 3 • MID-CENTURY HYBRIDS
- 8 BAGS OF 3 • FIESTA HYBRIDS
- 8 BAGS OF 3 • TANGELO

OFFERED FOR \$40.00 DELIVERED TO YOUR
STORE ■ SAME COLLECTION IN BULK PACK

OFFERED FOR \$36.00

■ QUANTITY DISCOUNTS

Our 1960 Descriptive Lily Catalog, Color Folder,
Dealer Price List is now ready. If you are not
already on our mailing list, then please write to us,
on your business stationery, for your free copy.

ORDER FROM

OREGON
BULB FARMS
BOX 512 • GRESHAM, OREGON

OR FROM YOUR JOBBER

Postage
Will be Paid
by
Addressee

No
Postage Stamp
Necessary
If Mailed in the
United States

BUSINESS REPLY ENVELOPE

FIRST CLASS PERMIT NO. 24, GRESHAM, OREGON

OREGON BULB FARMS

BOX 512

GRESHAM, OREGON

LILY ORDER BLANK

To: OREGON BULB FARMS
BOX 512, GRESHAM, OREGON

Date.....19.....

NAME.....
PLEASE USE SAME NAME ON ALL ORDERS TO AVOID CONFUSION IN OUR FILES

Street, P. O. Box
or Rural Delivery

Post Office.....State.....
(City Zone No.)

EXPRESS or (If different)
FREIGHT OFFICE (from P. O.).....Forward Goods by:.....
(Parcel Post, Express, Truck)

AMOUNT ENCLOSED: \$.....WHEN TO SHIP:.....
(Send no currency unless registered. Make money orders and checks payable to Oregon Bulb Farms)

☐ CHARGE. Check if you have a charge account. If you wish to have your purchases charged and no account has been arranged, send 3 trade references and allow one week to check them.

PLEASE: Make Your Order \$25.00 Minimum.

We are anxious to accommodate you, but must face the fact that the cost of filling a wholesale order for less than \$25.00 makes the transaction a loss for us. We believe that in most cases you can think of something to add to bring your order up to the \$25.00 minimum. It will save money for you, as well as for us, by reducing transportation costs.

If sold out may we:

Substitute a similar variety of equal or greater value?_____

Hold on back-file for next season?_____

QUANTITY	CODE	NAME, CODE OR CATALOG NUMBER OF ARTICLE Please give sizes and prices to avoid delay and errors	COST	PRICE	
				Dollars	Cents
		"The New Book of Lilies" by Jan de Graaff postpaid	\$ 2.25		
		Descriptive Catalogs, 1960 Edition, 5 for \$1.00 "			
		Color Folder, 1960 Edition 12 for \$1.00 "			
		Cultural Instructions, Lilies per 1,000 "	\$10.00		
		Lily Banners, each "	1.00		
	A-1	BULK PACK COLLECTION, six varieties, 25 bulbs of each, in bulk pack	32.00		
	A-14	DISPLAY COLLECTION, 12 varieties, 3 bulbs of each, in color packages	75.00		
	A-18	CONNOISSEURS COLLECTION, 3 varieties, 16 bulbs each, in color packages	36.00		
	A-19	FORCING COLLECTION, 6 varieties, 25 bulbs of each, bulk pack	32.00		
		Per Bag	Price Per 8		
	A-2	8 Bags of Bellingham Hybrids, 3 bulbs per bag, 5-7"	\$1.13	\$ 9.04	
	A-3	8 Bags of Cinnabar, 3 bulbs per bag, 5-6"	1.25	10.00	
	A-4	8 Bags of Enchantment, 3 bulbs per bag, 5-6"	0.65	5.20	
	A-5	8 Bags of Fiesta Hybrids, 3 bulbs per bag, 5-6"	0.77	6.16	
	A-6	8 Bags of Golden Chalice Hybrids, 3 bulbs per bag, 5-6"	0.77	6.16	
	A-7	8 Bags of Mid-Century Hybrids, 3 bulbs per bag, 5-6"	0.65	5.20	
	A-8	8 Bags of Olympic Hybrids, 3 bulbs per bag, 6-7"	0.77	6.16	
	A-9	8 Bags of Prosperity, 3 bulbs per bag, 5-6"	0.95	7.60	
	A-10	8 Bags of Tangelo, 3 bulbs per bag, 5-6"	0.77	6.16	
	A-11	8 Bags of Red Champion, 3 bulbs per bag, 6-7"	0.89	7.12	
	A-12	8 Bags of Golden Clarion, 3 bulbs per bag, 6-7"	1.25	10.00	
	A-13	8 Bags Valencia, 3 bulbs per bag, 5-6"	0.77	6.16	
			Price Per 16		
	A-15	16 Bags of Gold Band Lily, 1 bulb per bag, 8-9"	\$0.65	\$10.40	
	A-16	16 Bags of Pink Perfection, 1 bulb per bag, 8-9"	1.25	20.00	
	A-17	16 Bags of Golden Clarion, 1 bulb per bag, 8-9"	0.65	10.40	
		Please order in units of 8 or 16 bags.			
		Minimum Order \$25.00			

Use other side for additional orders.

From:

Make Your Order \$25.00 Minimum.

We are anxious to accommodate you, but must face the fact that the cost of filling a wholesale order for less than \$25.00 makes the transaction not profitable for us. We will be glad to bring your order up to the \$25.00 minimum. It will save money for you.

[illegible]